

## Cairngorm Capital enlarges investment team and opens Edinburgh office

**London and Edinburgh, 15 January 2018:** Cairngorm Capital is delighted to announce the appointment of **Lucy Graham** as **Investment Director** and **Panita Vongkusolkit** as **Investment Manager**, boosting the firm's capacity to pursue new investments. They join an existing team of 11 talented investment professionals and operating partners, whose unique mix of sectoral expertise and investment skills has built a portfolio of successful, high-quality businesses.

With over 20 years' experience in leveraged finance and corporate law, Lucy joins from Clydesdale Bank, where most recently she was Senior Corporate Finance Partner responsible for developing Clydesdale's inorganic strategy involving acquisitions, sale transactions, joint ventures and for delivering growth opportunities. Previously she spent ten years as a Senior Director in the bank's leveraged finance team working alongside private equity and corporate investors generating bespoke structured financial solutions to support their growth plans, acquisitions, management buy outs and recapitalisations. Lucy was responsible for developing the financing solutions to support Cairngorm Capital's acquisitions of Polyframe, WB Group, Stevenswood and Customade. Prior to joining Clydesdale Bank, Lucy began her career in corporate law, specialising in private equity transactions, with MinterEllison in Sydney and Maclay Murray & Spens (now Dentons) in Edinburgh.

Lucy will be based in Cairngorm Capital's newly opened **Edinburgh office**, working with Neil McGill to develop opportunities arising from their strong relationships with the business community in Scotland and beyond. The Edinburgh office, which opened in late 2017, is a logical extension of Cairngorm Capital's activity in Scotland, particularly following its investment in portfolio companies, Stevenswood Group and Thornbridge. It signals Cairngorm Capital's ongoing commitment to the region and its appetite to be a leading investor in high quality Scottish mid-market companies.

Panita joins Cairngorm Capital's London office from Mitr Phol Group, Asia Pacific's largest sugar, food ingredient and bioenergy producer. With direct experience of leading investment initiatives across Asia Pacific, Panita brings both commercial and direct operational experience of manufacturing and agribusinesses gained across a broad range of international jurisdictions. Prior to joining Mitr Phol, Panita worked in Sydney for Barclays Investment Bank in mergers and acquisitions. Panita has an MBA from INSEAD. As an Investment Manager at Cairngorm Capital, she will bring her expertise to sourcing new opportunities, executing transactions and supporting the management teams of Cairngorm Capital's portfolio companies.

**Andrew Steel, Managing Partner of Cairngorm Capital**, said *"We are delighted to welcome Lucy and Panita into our team. Lucy is a multi-talented investment professional, who is exceptionally well-connected and respected across the investment community, particularly in Scotland. Panita's international, manufacturing and operational expertise aligns perfectly with our investment focus, making her a great addition to our investment team. Both bring the collaborative style and dynamism that is characteristic of our team at Cairngorm Capital."*

**Lee Hess, Chairman of Cairngorm Capital** added, *"Lucy and Panita are terrific additions to our team and we are delighted to have developed the industry standing, which enables us to attract such talented individuals to join us. Their skills and expertise complement and round those of our existing team, allowing us to pursue more of the opportunities that arise in our target sectors."*

Cairngorm Capital invests in well-performing, UK headquartered, mid-market companies, earning operating profit of £2 million – £20 million in manufacturing, distribution and services industries. It is interested in firms that can weather economic volatility, have shown consistent historical growth and have significant future growth prospects. A priority is the quality and success of the management team, as Cairngorm Capital builds and realises value through growth and operating improvements, not through financial engineering.

**For further information, please contact Katherine Ritchie on 020 8347 6183 or 07941 040021**

## Notes for editors

- **Cairngorm Capital Partners LLP** is a specialist private investment firm providing equity capital and management expertise to leading UK companies. It invests in well-performing, private mid-market growth companies in manufacturing, distribution and services industries. The firm's goal is to build and realise value through growth and performance improvements. Cairngorm Capital's unique mix of sectoral expertise and investment skill enables it to be actively involved in the strategy and operational focus of portfolio companies, partnering with management teams to grow revenue, enhance margins, improve cash flow or consolidate industry leadership positions.

[www.cairngormcapital.com](http://www.cairngormcapital.com)

- Cairngorm Capital's Edinburgh office can be found at:  
**Suite 1, 23 Melville Street, Edinburgh, EH3 7PE**  
**Tel: 0131 240 3861**
- Cairngorm Capital's current portfolio includes majority owned stakes in:  
[BSO](#)  
[Customade Group](#)  
[Stevenswood](#)  
[Thornbridge](#)